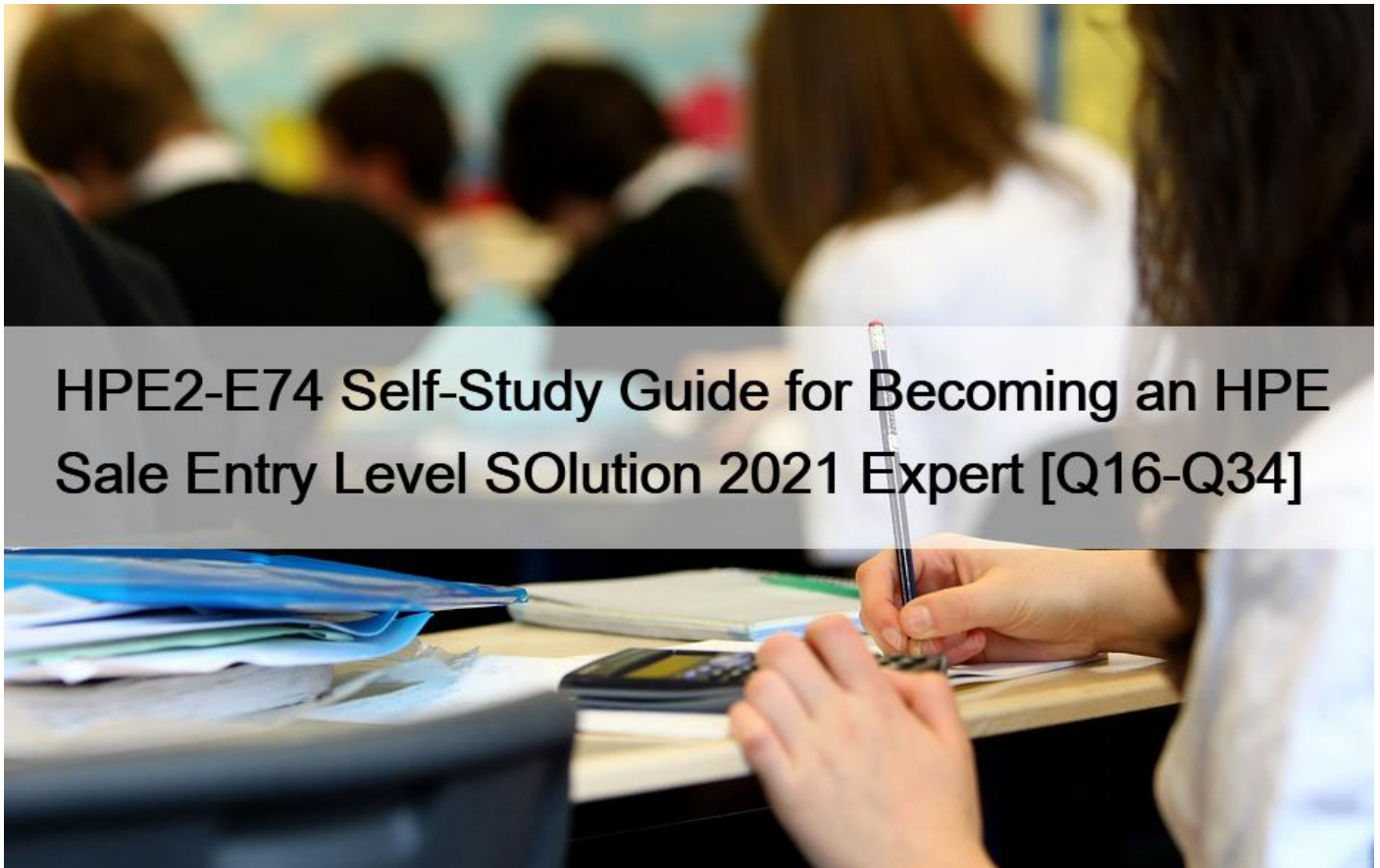


HPE2-E74 Self-Study Guide for Becoming an HPE Sale Entry Level SOLUTION 2021 Expert [Q16-Q34]



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Q16. What is one benefit of the Aruba ESP (Edge Services Platform) Unified Infrastructure approach?

- * The architecture makes switches responsible for controlling APs, unifying wired and wireless access.
- * Customers can choose from two architectures, one of which is designed for midmarket and one for enterprise.
- * All intelligence is centralized in powerful controllers, making the solution simpler for customers to manage.
- * Customers can deploy APs alone and then add gateways later without changing the architecture or UI.

Q17. What should HPE partners do to comply with the UN Guiding Principles on Business and Human Rights?

- * Create a plan for improving human rights in the geographic regions in which they operate.
- * Donate a portion of proceeds towards commissions for addressing human rights violations.
- * Implement a process for identifying sales transactions with a high risk for human rights violations.
- * Establish a committee for researching human rights issues and principles.

Q18. What is one benefit that a retailer could gain from Internet of Things (IoT)?

- * A machine-learning-based approach for application development
- * Faster development for customer service apps

- * Better asset monitoring and management
- * The ability to migrate workloads more easily between the edge and cloud

Q19. What is a difference between the HPE Subscription and the HPE Technology Refresh financing models?

- * HPE Technology Refresh permits SMBs to upgrade their solution on a regular basis while HPE Subscription does not.
- * HPE Subscription allows customers to finance a solution that includes non-HPE software while HPE Technology Refresh does not.
- * HPE Subscription allows SMBs to exchange upfront capital outlays with predictable, periodic bills while HPE Technology Refresh does not
- * HPE Technology Refresh permits customers to buy out the equipment at the end of the term while HPE Subscription does not.

Q20. What is one way that the Aruba Instant On mobile app helps to simplify provisioning of Aruba Instant On APs?

- * The app integrates with Aruba Meridian, which provides a centralized firmware and configuration repository for the customers' site.
- * The app integrates with Aruba Central, providing a centralized dashboard in which admins can monitor the provisioning process for multiple APs at once.
- * The app receives a notification if an AP experiences difficulty during the provisioning process, so admins do not have to access the AP to discover the problem.
- * The app provides simplified wizards for configuring features such as Aruba Air Slice, Aruba Client Match, and Aruba Dynamic Segmentation.

Q21. What is one benefit of the HPE GreenLake Swift Sales Program for partners?

- * The program simplifies quoting and selling as-a-service solutions and provides twice the compensation of a traditional infrastructure sale.
- * The program allows partners to put together a BOM with any combination of HPE products, extending the potential customer base.
- * The program delivers the hybrid cloud solution that customers are seeking with options for integration with AWS or Microsoft Azure.
- * The program provides partner training in financial concepts to accelerate partners' efforts to adopt as-a-service delivery.

Q22. A customer asks what is so great about HPE Silicon Root of Trust, as many vendors' servers have Intel Boot Guard. What is one good response?

- * Intel Boot Guard does not validate the BIOS while HPE Silicon Root of Trust does.
- * Intel Boot Guard does not provide recovery while HPE Silicon Root of Trust helps recover infected servers.
- * Intel Boot Guard is a software-based solution while HPE Silicon Root of Trust is hardware-based.
- * Intel Boot Guard only validates the firmware after it boots while HPE Silicon Root of Trust operates before boot.

Q23. What is specified in the HPE SimpliVity HyperProtected guarantee?

- * The HPE SimpliVity firewall protects workloads from millions of known attacks.
- * All data that enters the HPE SimpliVity Data Virtualization Platform is encrypted.
- * With HPE SimpliVity, customers can back up or restore a 1TB VM in under one minute.
- * If one HPE SimpliVity node in a cluster fails, the Data Virtualization Platform can take over its functions.

Q24. You are proposing an Aruba ESP (Edge Services Platform) solution to a customer. The customer is concerned that the company lacks the IT resources to deploy and manage the solution. What can you propose to address this concern?

- * Enhanced automation through integration with the HPE OneView Unified API
- * Free access to the Aruba Instant On web portal and mobile app
- * Network as a Service (NaaS), delivered with Aruba Managed Connectivity Services
- * Simpler network management through Aruba ClearPass

Q25. Which benefit does the HPE SimpliVity Accelerator Card provide?

- * It provides GPU acceleration for graphical applications, modeling applications, and deep learning.
- * It provides high-speed Ethernet connectivity between cluster nodes to ensure low latency communications.
- * It performs deduplication and compression so that the node can dedicate compute to supporting VMs.
- * It uses InfiniBand to ensure high-speed, high-throughput communications between cluster nodes.

Q26. What is a critical challenge for many SMBs, which HPE Pointnext Services can help to address?

- * Difficulty shifting from containerized to virtualized environments
- * Difficulty understanding that digital transformation is a priority
- * Difficulty getting Line of Business (LOB) employees to accept cloud services
- * Difficulty implementing and customizing new technologies

Q27. You have proposed HPE Nimble for a customer. The customer is concerned about availability for business-critical workloads. What should you explain?

- * HPE Nimble is not suitable for business-critical workloads, but you can offer HPE Primera instead.
- * HPE Nimble provides a 100% Availability Guarantee with features like RAID 10 and storage-class memory (SCM).
- * HPE Nimble provides six-nines availability with features like Triple+ Parity RAID and InfoSight integration.
- * HPE Nimble is not suitable for business-critical workloads, but you can offer HPE MSA instead.

Q28. What two key benefits does Aruba Central provide?

- * IoT analytics platform and location-based services
- * Network virtualization and Internet speed routing
- * Visibility across physical and virtual networks and integration with VMware vSphere
- * Single-pane-of-glass network management and automated insights through Aruba ESP AIOps.

Q29. You are proposing HPE Nimble Storage dHCI for a customer who uses VMware vSphere. What is one key benefit of HPE Nimble Storage dHCI for this customer?

- * The customer can use a vCenter plug-in to manage native backups, replication, and snapshots on the Nimble dHCI solution.
- * The customer can use a vCenter plug-in to easily migrate data between the Nimble dHCI solution and an HPE cloud.
- * The Nimble dHCI solution uses VMware vSAN technology and local storage drives attached ProLiant servers to create a low-cost SAN.
- * The Nimble dHCI solution provides simpler management for VMware VMs by hosting VMs directly on Nimble appliances.

Q30. What is one way that HPE helps you to benefit financially from selling HPE GreenLake solutions?

- * The GreenLake solution unlocks value from customers' legacy assets, so customers can invest in larger solutions and partners gain higher margins.
- * The GreenLake solution delivers quarterly interest to partners for the portion of the solution that the customer finances.
- * The GreenLake solution retires customers' legacy assets, which partners can refurbish for resale and additional revenue.
- * The GreenLake solution has an accelerated rebate structure, which includes an upfront rebate on the committed solution value.

Q31. You are proposing Aruba ESP (Edge Services Platform) to a medium-sized company. What should you emphasize about the IT operational values of Aruba ESP?

- * Aruba ESP is one-size-fits-all, providing a plug-and-play solution that requires no configuration.
- * Aruba ESP is tunable, enabling IT to choose many different settings for a broad array of features.
- * Aruba ESP is specialized, giving each IT team its own optimized tool for managing the network.
- * Aruba ESP is automated, reducing manual input, saving time, and reducing risk.

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